ACCOUNT: 6541800
PARENT : 654180C PAYING : 654180P
TWIN COUNTY GROCERS, INC.
EDISON, NJ

RJR BUSINESS	1ST HALF 1992
DOLLAR VOLUME (NET)	$ 2,640,298
RJRT CASE VOLUME (12M)	3,699
FORSYTH CASE VOLUME (12M)	24
TOTAL CASE VOLUME (12M)	3,723

1ST HALF 1992 RJR INCENTIVE PROGRAMS	ACTUAL PAYMENT	POTENTIAL PAYMENT	UNEARNED PAYMENT
WINNERS			
FINANCIAL	$ 11,099	$ 11,099	$
PROMOTION/DISTRIBUTION	7,399	7,399	
SUB TOTAL	$ 18,498	$ 18,498	$
ELECTRONIC FUNDS TRANSFER DISCOUNT (0.5%) 1ST HALF: 98%	13,094	13,201 *	107
CASH/ANTICIPATION DISCOUNT	88,692	88,692	
QUARTER END PROGRAM (1ST/2ND)	8,210	8,210	
PRICE INCREASE DIFFERENTIAL	10,817	10,817	
FORSYTH TOBACCO PRODUCT PAYMENTS	540	540	
CORAL/MAGNA/STERLING CASE ALLOWANCE	4,464	4,464	
NEW BRAND INTRODUCTION ALLOWANCE	630	630	
NEW BRAND DISTRIBUTION INCENTIVE			
HAND STAMPING ALLOWANCE	752	752	
BUY SOME GET SOME FREE HANDLING ALLOWANCE			
GRAND TOTAL	$ 145,697	$ 145,804	$ 107

	ACTUAL	POTENTIAL	UNEARNED
1ST HALF 1992 PER CASE PAYMENT	$ 39.13	$ 39.16	$ 0.03

* TOTAL DOLLAR VOLUME (NET) TIMES 0.5% DISCOUNT.

$$$$$$$$$$ WINNERS YEAR III - PARTNERSHIP IN PERFORMANCE $$$$$$$$$$

2ND HALF 1992 MAXIMUM EARNINGS POTENTIAL
BASED ON 1ST HALF 1992 TOTAL CASE VOLUME

FINANCIAL AND PROMOTION/DISTRIBUTION	@ 4.50/CS	$ 16,754
TEAMWORK BONUS	@ 1.50/CS	$ 5,585
TOTAL PROJECTED 2ND HALF 1992 WINNERS EARNING POTENTIAL		$ 22,339
TOTAL PROJECTED 1ST HALF 1992 WINNERS EARNING POTENTIAL		$ 18,498-
TOTAL PROJECTED 2ND HALF 1992 WINNERS EARNINGS INCREASE		$ 3,841+

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HISTORICAL REPORT SUMMARY PAGE

HISTORICAL REPORT SELECTED: DIRECT CUSTOMER BUSINESS REVIEW

REPORT DATE REQUESTED: AUGUST 10, 1992

SELECTION CRITERIA

SALES LEVEL	$$$$$$
SHIP-TO OFFICE:	6541800
PAYING OFFICE:	$$$$$$$
PARENT OFFICE:	$$$$$$$

TOTAL PAGES AVAILABLE: 3,243

TOTAL PAGES SELECTED: 1

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Source: https://www.industrydocuments.ucsf.edu/docs/ymwy0000

ACCOUNT: 6541800
PARENT : 654180C PAYING : 654180P
TWIN COUNTY GROCERS, INC.
EDISON, NJ

RJR BUSINESS	1992
DOLLAR VOLUME (NET)	$ 4,946,004
RJRT CASE VOLUME (12M)	6,814
FORSYTH CASE VOLUME (12M)	57
TOTAL CASE VOLUME (12M)	6,871

1992 RJR INCENTIVE PROGRAMS	ACTUAL PAYMENT	POTENTIAL PAYMENT	UNEARNED PAYMENT
WINNERS			
FINANCIAL	$ 18,969	$ 18,969	$
PROMOTION/DISTRIBUTION 03,10,11	13,695	13,695	
TEAMWORK BONUS (2ND HALF)	4,722	4,722	
SUB TOTAL	$ 37,386	$ 37,386	$
ELECTRONIC FUNDS TRANSFER DISCOUNT (0.5%) 1ST HALF: 98% 2ND HALF: 100%	24,577	24,730 *	153
CASH/ANTICIPATION DISCOUNT	166,145	166,145	
QUARTER END PAYMENTS	12,122	12,122	
PRICE INCREASE DIFFERENTIAL	26,551	26,551	
FORSYTH TOBACCO PRODUCT PAYMENTS	1,709	1,709	
DORAL/MAGNA/STERLING CASE ALLOW (1ST HALF)	4,464	4,464	
NEW BRAND INTRODUCTION ALLOWANCE	630	630	
NEW BRAND DISTRIBUTION INCENTIVE			
HAND STAMPING ALLOWANCE	1,411	1,411	
BUY SOME GET SOME FREE HANDLING ALLOWANCE			
GRAND TOTAL	$ 274,995	$ 275,148	$ 153

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	ACTUAL	POTENTIAL	UNEARNED
1992 PER CASE PAYMENT	$ 40.02	$ 40.04	$ 0.02

* TOTAL DOLLAR VOLUME (NET) TIMES 0.5% DISCOUNT.

$$$$$$$$$$ WINNERS - PARTNERSHIP IN PERFORMANCE $$$$$$$$$$

1993 MAXIMUM EARNINGS POTENTIAL
BASED ON 1992 TOTAL CASE VOLUME

FINANCIAL AND PROMOTION/DISTRIBUTION	@ 4.50/CS	$ 30,920
TEAMWORK BONUS	@ 1.50/CS	$ 10,307
TOTAL PROJECTED 1993 WINNERS EARNING POTENTIAL		$ 41,227
TOTAL PROJECTED 1992 WINNERS EARNING POTENTIAL		$ 37,386-
TOTAL PROJECTED 1993 WINNERS EARNINGS INCREASE		$ 3,841+

Source: https://www.industrydocuments.ucsf.edu/docs/ymwy0000

Date: 05-13-94 R. J. Reynolds Tobacco Company Page: 1
Direct Account Business Review

Shipto Account: 6541800
Paying: 6541800 Parent: 6541800

TWIN COUNTY GROCERS, INC.
EDISON, NJ

RJR Business	Year 1993
Dollar Volume (Net)	$ 3,699,372
Full Price Case Vol	4,421
Mid Price Case Vol	786
Low Price Case Vol	34
Total (12M) Case Vol	5,241

RJR Incentive Programs Year 1993	Actual Payments	Potential Payments	Unearned Payments
Winners	31,101	31,101	0
Electronic Funds Transf Disc (0.5%)	18,649	18,649 *	0
Cash/Anticipation Discount	124,258	124,258	0
Incentive Program Payments	38,767	38,767	0
Forsyth Tobacco Product Payments	101	101	0
Brand Specifc Promotion Payments	2,137	2,137	0
New Brand Introduction Allowance	984	984	0
New Brand Distribution Incentive	312	312	0
Hand Stamping Allowance	975	975	0
Buy X Get X Free Handling Allowance	1,638	1,638	0
Grand Total $	218,922	218,922	0

* Total Dollar Volume (Net) times 0.5% discount.

RJR Volume Percentages

Full Price Case Percentage of total volume..... 84 %

Mid-price Case Percentage of total volume..... 15 %
Low-price Case Percentage of total volume..... 1 %

Low-price + Mid-price Case percentage of total volume..... 16 %
Based on a Low + Mid Price Case volume of..... 820

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Source: https://www.industrydocuments.ucsf.edu/docs/ymwy0000

Parent Company	Paying Office	Ship to	Account Name	City State	Fprice 12M Case Volume	Svgs 12M Case Volume	Page
		6541800	TWIN COUNTY GROCERS, INC.	EDISON, NJ	4,421	820	1

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Source: https://www.industrydocuments.ucsf.edu/docs/ymwy0000